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TOTAL INCOME AND EXPENSE

NAME OF ACCOUNT	ACCT. NO.	TOTAL DEALERSHIP		(1) NEW KIA DEPARTMENT		(2) NEW OTHER DEPARTMENT	
		MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1 TOTAL SALES		1310539	16049724	200561	2735100	31295	235474
2 TOTAL OTHER PROFIT		271252	3209297	18579	286396	-42	10324
3 TOTAL INCOME		1581791	19259021	219140	2921496	31253	245798
4 Sales Commission	7000	23469	409365	1337	30375		11522
5 Salesperson Compensation	7010	47543	523998	4190	60662		
6 Salesperson Expenses	7020						
7 Salesperson Salary	7030	7361	80057	249	3933		
8 Advertising - Salesperson	7040	50759	748213	7095	153710		22724
9 Insurance - Salesperson	7050	12727	137759	429	51282	844	4708
10 TOTAL SALES PERSONNEL		143859	1899992	18211	321370	844	38554
11 Salesperson Bonus	7100	806	12056	38			
12 Salesperson Commission	7120						
13 Bonus - Salesperson	7140	10564	145756	457	1302	20554	620
14 Insurance - Salesperson	7160	3222	29078	91	732	7560	28
15 Advertising - Salesperson	7180	6092	31899	99	2822	7108	25
16 Insurance - Salesperson	7190						
17 Insurance - Salesperson	7200	13	2231	7			
18 Insurance - Salesperson	7210	2239	23284	79	390	2736	928
19 Insurance - Salesperson	7220	109	1514	5			62
20 Insurance - Salesperson	7230						
21 Insurance - Salesperson	7240	716	9850	39	13	142	
22 Insurance - Salesperson	7250	117	1803	4			
23 Insurance - Salesperson	7260	6540	48984	153			
24 Insurance - Salesperson	7270	8602	85498	265	1720	17192	
25 Insurance - Salesperson	7280	269	6508	20			
26 Insurance - Salesperson	7290	39721	400571	1248	6975	55492	1667
27 TOTAL SALES PERSONNEL		183380	2200563	25190	376862	844	40621
28 TOTAL SALES PERSONNEL		183380	2200563	25190	376862	844	40621
29 TOTAL SALES PERSONNEL		183380	2200563	25190	376862	844	40621
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93 TOTAL SALES PERSONNEL		183380	2200563	25190	376862	844	40621
94 TOTAL SALES PERSONNEL		183380	2200563	25190	376862	844	40621
95 TOTAL SALES PERSONNEL		183380	2200563	25190	376862	844	40621
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97 TOTAL SALES PERSONNEL		183380	2200563	25190	376862	844	40621
98 TOTAL SALES PERSONNEL		183380	2200563	25190	376862	844	40621
99 TOTAL SALES PERSONNEL		183380	2200563	25190	376862	844	40621
100 TOTAL SALES PERSONNEL		183380	2200563	25190	376862	844	40621

TOTAL PERSONNEL EXPENSES

MONTH 121988 YEAR TO DATE 1447510

%I.P. 44.97 %O.P. 45.10

LINE 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

TOTAL ADDITIONS

LINE 1-15 INCL. 43425 427575

TOTAL DEDUCTIONS

LINE 16-35 INCL. 3666 46113

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TOTAL INCOME AND EXPENSE

TOTAL INCOME AND EXPENSE										
NAME OF ACCOUNT		ACCT. NO.	13) USPO VEHICLE DEPARTMENT		14) SERVICE DEPARTMENT		15) BODY SHOP DEPARTMENT		16) PARTS & ACCESS. DEPARTMENT	
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
TOTAL SALES			999,558	13,013,276	14,932	429,626			362,93	437,346
TOTAL GROSS PROFIT			219,788	2,512,461	21,590	254,765			113,37	146,432
OPERATING EXPENSES										
Sales Commissions			7000	22,982	316,558	17,510	21,510			
Supervisory Commissions			7010	35,541	282,219	58,22	534,06			2000
Delivery Expenses			7020							22,312
Fin. Ins. & S.C. Commissions			7030	6,474	70,124					
Advertising - Directories			7040	42,211	54,563	2,110	17,647			343
Inform. - Floor Plan			7050	7,171	71,769					7,761
TOTAL SALES EXPENSES				113,779	1,417,012	86,82	92,563			2,343
Operating Expenses - Other										
Police Adjustments			7110			806	119,59			107
Claims Adjustments			7120							
Dimes & Expense Vehicle - Dept.			7140	6,235	8,750	21,39	26,714			988
Inventory Maintenance			7150	2,560	21,490					13,119
Personal Training			7160	1,208	1,0317	1,288	13,145			774
Outside Services - Departmental			7170							13,007
Freight			7180							
Supplies & Small Tools			7190	806	6,503	1,602	13,901			1,42
Laundry & Uniforms			7200			108	13,33			10,16
Order Supply & Vehicle Dept.			7210							119
Equip. Maint. Repair & Rental Dept.			7220	260	31,06	309	43,77			17,25
Miscellaneous Expenses			7230							3,7
Salaries & Wages			7250	3,326	23,059	3,314	22,513			3,112
Clinical Salaries			7260	3,012	31,214	2,581	2,9007			1,005
Vacation & Time Off Pay			7270							
TOTAL OPERATING EXPENSES				174,06	1,802,10	118,78	126,786			3,416
TOTAL GROSS PROFIT				1,311,85	15,732,22	20,560	219,349			6,483
TOTAL GROSS PROFIT - % OF GROSS PROFIT				59,69%	63,60%	95,23%	86,10%			45,41%
TOTAL GROSS PROFIT				88,603	914,229	10,30	3,416			7,942
EXPENSES										
Rent & Equipment			7400	1,5484	1,659,26	3,738	448,50			2,3745
Salaries & Wages - Admin. & General			7410	2,188	21,399	18,76	18,342			9,171
Outside Services			7420							
Traveling Expense			7430	7,631	7,9973	3,654	43,241			21,620
Employee Benefits			7440	1,976	24,379	13,23	15,316			7,649
Personnel Fund / Profit Sharing			7460							
Advertising - General & Institutional			7480	1,34	1,212	1,601	5,238			2,136
Supplies & Office Supplies			7470	714	9,564	5,95	50,81			16,10
Data Processing Services			7490	1,525	18,264	1,555	16,503			21,920
Outgoing Services - General & Inst.			7500	1,1956	97,077	2047	24,359			11,425
Emergency Vehicles - Administration			7500							
Commuting			7510	1,96	1,415	1,68	1,213			6,06
Dues & Subscriptions			7520	2,57	3,429	45	10,12			5,06
Tuition			7530	21,82	21,671	81,9	10,026			5,018
Lease & Auditing			7540	52,9	6,345	3,68	44,10			2,05
Reprints			7550	74,8	79,17	2,35	18,42			9,09
Travel & Entertainment			7560	7,04	5,226	2,49	3,649			1,824
Mail, Light, Power & Water			7570	2,060	1,8486	84,6	75,95			3,798
Telephone, Rent, Repairs & Insurance - Maintenance Shop & Shop			7580	2,936	2,202	1,471	9,277			3,510
Computer Equip. Repairs & Supplies			7590	6,74	8,115	1,63	13,950			3,175
Miscellaneous Other Admin. & Maintenance			7600	3,019	40,521	11,93	19,008			7,504
Travel/Other (See Particulars, Freight & Travel)			7610	5,860	9,049	242	3,708			1,454
As a result of these items, Net Net A.S. Vehicle			7620	9,926	106,332					
TOTAL OVERHEAD EXPENSES				70,812	669,692	23,189	248,440			12,052
TOTAL EXPENSES - LESS SALES				202,017	2,265,924	43,748	467,789			13,547
ADJUSTED GROSS PROFIT (LOSS)				1,777,1	24,547	2,158	213,024			4,907
FINANCIAL OPERATIONS										
			CURRENT MONTH	SAME MONTH AS PRIOR YEAR		CURRENT YEAR TO DATE		PRIOR YEAR TO DATE		
			SALES	DOLLARS	SALES	DOLLARS	SALES	DOLLARS	SALES	DOLLARS
TOTAL DOLLAR SALES				1,310,839			1,684,972			
NEW KIA GROSS			9	18,679	142		1,35	2,6386	170	
NEW OTHER GROSS			1	-42	-0		17	1,0224	6	
USED VEHICLE GROSS			72	21,798	1,677		1187	25,148	1,491	
SERVICE GROSS				21,590	1,65			25,4765	1,51	
BODY SHOP GROSS										
PARTS & ACCESS. PROFIT				113,37	95			146,431	87	
TOTAL GROSS				27,122	2,070			320,929	719,05	
TOTAL EXPENSES				30,868	2,355			362,083	2,095	
GROSS PROFIT (LOSS)				-17,436	-285			-321,538	-1,91	
SALES INCREASE				3,759	303			381,462	226	
TOTAL PROFITS				3323	18			59,924	36	
PERSONNEL SUMMARY - USE YOUR OWN NUMBERS ONLY										
PERSONNEL			NO.	NO.	NO.	NO.	NO.	NO.	NO.	NO.
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